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From Mustang to Vignale Gilda GAMMA-LIAISON

Jack J. Telnack, Ford Motor Co.'s chief North American Automotive Operations designer, stands beside a Vignale Gilda at the Paris auto show last week. The car — with striking resemblance to Cadillac's new Allante — is officially only a design exercise; unofficially, it is expected to become a 1989 model. It is based on the Ford Mustang chassis and drivetrain, but will probably be sold by one of the higher-line divisions. More on the Paris show on pages 56 and 57.

French improving, Europe strong as auto industry gathers in Paris

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

PARIS — The clouds which hung over Regie Renault and Peugeot S.A. at the 1984 Paris Auto Show have parted somewhat, and the stirrings of a French comeback dominated the 73rd Salon de L'Auto here last week.

The Paris show was held during an upbeat period for the European industry and there was a parade of new models, including several hot prospects for the U.S. market. But the French giants and their chief executives were at center stage.

Two years ago, Renault was bottoming out with a loss of $1.8 billion and Peugeot was in its fifth consecutive year of red ink.

PSA now is showing a profit, and Renault Chairman Georges Besse — installed by the French government a few months after the 1984 Paris show — last week forecast profitable operations by the fourth quarter of 1987.

Besse said Renault's losses for 1986 will be $750 million to $900 million, down from $1.6 billion last year. The company is operating at a profit, he said, but still registers an loss because of interest on about $9.4 billion in debt. He said the debt has been stabilized.

Renault, which showed facelifted R9 and R11 models and the R21 Nevada station wagon at the show, slipped to sixth and last place in sales among Europe's leading auto firms in the first six months of 1986 with 9.9 percent of the car market. But sales have rebounded with help from the new R21 launch last spring; Renault expects to conclude the year with 11 percent of the European car market.

Still, the company is not the force it was just four years ago, when it led European makers with a share of 14.6 percent.

The usually reticent Besse maintained a relatively high profile last week in Paris. But the 1986 Salon was also a showcase for Peugeot Chairman Jacques Calvet, the ex-

see SHOW, page 57

Renault chief vows no more AMC aid, will sell some assets

Georges Besse: "certainly not"

By Andrew McGill and Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTERS

PARIS — Renault Chairman Georges Besse said the company will sell assets to get out of the red and did not rule out the possibility of selling Renault's 46 percent stake in American Motors.

Although he would not say which assets would be sold, Besse said the sale should be complete by the end of 1987. The plan is to make Renault profitable by the fourth quarter of next year by reducing its debt servicing costs.

Besse would not respond to direct questions about the potential sale of all or part of AMC, but said Renault would "certainly not" consider further investments or loans to its U.S. affiliate.

Responding to an oft-publicized rumor that Chrysler Corp. is negotiating with Renault to buy all or

see BESSE, page 56

Domestic sales hit record for Sept.; model year off 3.5%

By Dave Zola
AUTOMOTIVE NEWS STAFF REPORTER

U.S. automakers shattered the new-car sales record for September as incentives helped the industry move 953,025 units during the month.

The effort topped the old September record of 8?9,382 set in 1985.

Production up. Page 59

There was one more selling day this year, but even so, September 1986 sales of 38,121 for each of the 25 selling days easily outpaced the September 1985 daily average of 34,974.

The strong showing helped domestic carmakers finish the model year (Oct. 1, 1985, to Sept. 30, 1986) on a positive note. However, the final industry tally of 8,087,186 was down 3.5 percent from the 1985 model year count of 8,383,-195.

Cut-rate financing helped General Motors sell 519,077 domestic cars in September, a record for the month and third highest monthly sales total in GM history. It gave GM a commanding 54.5 percent of domestic-car sales for the month.

Ford Motor Co. reported a 4.1 percent drop from year-ago levels, with 219,609 units sold during the month.

Chrysler Motors car sales reached 140,451 in September, a 29 percent climb from last year's 108,-906.

American Motors sold 11,115 cars in September, down 8.8 percent from 12,188 last year. Volks-

see SALES, page 58

Chevrolet redraws its sales districts in move to streamline management

By Jesse Snyder
AUTOMOTIVE NEWS STAFF REPORTER

Chevrolet will close 17 of its 39 zone offices, set up a national marketing center and restructure field sales positions by Jan. 1 in what one executive calls the division's most significant change ever.

related story, page 58

Chevrolet's program will be explained to dealers today as a three-part effort to better align its sales offices with automotive markets and improve dealer relations, in part by removing a layer of management between General Manager Robert Burger and dealers.

Details will be given at Chevy's national dealer meeting later this month in Orlando, Fla.

This is Chevrolet's second major change in field operations in a year and will result in fewer field sales personnel, although the division has not said how many jobs will be lost. Chevrolet's move is more comprehensive than a Buick restructuring which began in June and trimmed two zones and two regions. Oldsmobile is considering a Buick-type reorganization. "This is how we get into the 21st century," said Robert W. Starr, general sales and service manager.

"This is really a phase-in of the 1984 General Motors reorganization, but it's the most significant change since we started in business 75 years ago."

It is tied to GM's three-year-old drive to move from a postwar, manufacturing-oriented operation to one that is more attuned to customer demands.

"In the '20s, we tried to put sales offices near our assembly plants," said Michael H. Erdman, assistant general sales manager. But the boundaries of the 22 new "branches," as zone offices will be called as of Dec. 1, are drawn to reflect marketing realities, he said.

Chevrolet planners considered five factors in drawing up the boundaries of the new branches — continuity with current zone locations, alignment with state boundaries, alignment with market areas, zone size and cost effectiveness and the relation between travel time and dealer contact time for field personnel.

NEW CHEVY SALES BRANCHES

AUTOMOTIVE NEWS/CHARLOTTE WINTER

Resulting boundaries revamp traditional zones and split states into as many as three branches, but cleave closely to individual markets. The new alignment does not split any of the 215 Areas of Dominant Influence (ADIs) defined by Aribitron and used by marketers as the primary guide to buying local advertising, Erdman said.

That is an effort to make zones

see CHEVY, page 22

IN NEWSPAPER

Fiat, Ford both bid for Alfa Romeo — Page 2

EPA relaxes fuel standards — Page 3

Ford wants drug clause in contracts with UAW — Page 53

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POPULAR MECHANICS/JIM DUNNE

'C' is for luxury
Chrysler's new full-size luxury C-body — tentatively named New Yorker — debuts late next year as a 1988 model. With a 107-inch wheelbase, it will be the largest front-drive sedan in Chrysler's lineup. It will initially be powered by a 3-liter V-6 from Mitsubishi, but later in 1988 Chrysler will add a U.S.-built V-6. A Dodge version of the C-body also is planned.

Flxible, Greyhound believed eyeing GM's bus operations

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

A lot of companies would like to buy General Motors' bus operations, if the price were right.

Strong interest reportedly has been expressed by Flxible Corp. and Greyhound Corp.

The sale of GM's bus business is being handled by Salomon Brothers, in New York. It will be a big topic of conversation among those attending the American Public Transit Association's annual convention in Detroit this week.

GM reportedly plans to sell all the tooling, rights and everything else "except the land and the four walls" of its bus-making operation, sources said.

GM employs 550 people in its bus operations in the Pontiac Central plant in Michigan, where it currently builds six coaches a day, according to a spokesman.

It has more than 600 bus orders "that will take us into early 1987" and is "still actively seeking additional orders," he added.

He said GM was talking to several interested prospects, but would not elaborate.

Mark J. Obert, president and chief operating officer of Flxible Corp., of Delaware, Ohio, would not comment on his interest in GM's operations or their worth. But, he added, "they're not the plum of GM's fleet."

Flxible is GM's chief competitor in the transit bus field. If GM's sales to New York — the only transit authority that doesn't put out bids — were excluded, Flxible would outsell GM, Obert said.

Flxible sold more than 800 new buses last year and expects an increase in fiscal 1986, Obert said.

The company has also been successful in refurbishing and reselling 814 Grumman buses it bought from New York.

A Greyhound spokesman denied any company interest in GM's operation, though industry sources reported conversations between its transportation manufacturing group and GM.

The group includes bus manufacturing operations of Motor Coach Industries, of Winnipeg, Manitoba, and Pembina, N.D., and the Transportation Manufacturing Corp., of Roswell, N.M. The group and its companies are headed by John Nasi, a former GM executive.

The two operations build large intercity buses for Greyhound and outside companies. Outside sales are handled by Hausman Bus Sales & Parts Co., of Des Plaines, Ill.

Greyhound's purchase of GM's bus business would put it into an entirely new market which, in many ways, is more competitive than the one in which it now competes.

But it would also open new opportunities for Greyhound, which has little prospect for growth in its own market.

The transit bus market in which GM competes is overcrowded with competitors and has excess production capacity.

GM has capacity to build 3,350 units yearly — more than enough for the entire market.

Competition in the market is so intense that 35-foot and 40-foot units, like GM's, are being sold for as little as $130,000 — or 15 to 18 percent below 1983 prices, according to Bob Lee, president of Neoplane U.S.A. Corp., of Lamar, Colo., another major competitor.

Volvo, which earlier this year dropped out of the market, sold articulated buses for $190,000. They used to be $250,000.

Lee characterized current pricing as "impossible for everyone."

However, the drop in the value of the dollar has made manufacturing operations like GM's more attractive.

Lee said that Neoplane's strategy next year was to build domestically the large over-the-road buses it had been importing from its parent company in Stuttgart, West Germany.

Neoplane competes in both transit and intercity markets, and has already been building transit buses in Lamar, Colo.

Lee said added that his firm had a full product line, and wasn't interested in the GM operation.

For calendar 1986 through Sept. 20, GM retailed 249 RTS coaches in the United States, down 32.5 percent from last year. It has averaged a 42 percent market share during the last five years.

GM of Canada produces buses in St. Eustache, Ontario. It builds another model called the Classic.

It built 325 Classics in the 1986 model year, up from 204 the year before, according to a spokesman.

GM reportedly is negotiating a separate sale of its Canadian bus operations.

Vapors controlled best in car, EPA report says

By Helen Kahn
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — A confidential EPA staff working paper concludes that it is far more desirable to control gasoline vapors in vehicles than to require gasoline stations to install special nozzles on their pumps to do the same job.

In addition, the paper — dated August 1986 — concludes that the major safety problems associated with vehicular controls could be fixed for less than $5 per car.

Automakers have opposed bigger canisters for vehicles to reduce the fumes. They say the EPA has grossly underestimated the cost and leadtime needed and that controlling gasoline nozzles is faster and cheaper.

The Insurance Institute for Highway Safety recently raised safety questions with the EPA about increased fire risk for vehicles equipped with the proposed canisters.

Gasoline vapors damage the ozone layer, and protecting it is the most pressing air pollution concern.

The staff paper concludes that controlling fumes on vehicles could cost as little as $19, less $5 for vapors that would be recycled into fuel by the canisters.

On the other hand, the average gas station would have to install $11,500 worth of equipment and incur annual upkeep costs of $4,100 less $890 for vapors recycled into gasoline.

The paper also concludes that putting the controls on cars would be 93 percent efficient in capturing the fumes, as opposed to 62 to 83 percent effectiveness for the gas-pump nozzles.

The EPA says it has not yet decided whether it will require controls on vehicles, pumps or on both. It says it has not sent recommendations for a proposed rule to the White House Office of Management and Budget but that the two staffs have discussed the issue. EPA said it is always amending staff papers and it hopes to issue a formal proposal on the issue by the end of the year.

The EPA staff paper assessed the safety problems of both gas-pump and vehicular controls. One potential problem is with vehicles involved in rollovers. The paper concludes that fuel spillage potential is greater with the controls because the vapor line port from the fuel tank must be larger. It suggests a mechanical valve near the fillcap that would open when the gas-pump nozzle is inserted and close when it is removed.

A solenoid operating basically the same way could be used, and so could a standpipe with a mechanical rollover valve, the paper concludes — even though automakers say there are problems in getting a positive seal with a large rollover valve.

Tampering would not pose a significant problem, the staff concludes.

NHTSA has preliminarily decided that onboard systems can meet the fuel-spillage requirements of Standard 301, although some hardware and crash testing may be required. The insurance group has disputed that safety conclusion.

The insurers say gas pump nozzles would be simpler to enforce, and they cite a study made in California that found that gas nozzles could be 80 percent effective within four years and 92 percent effective within six years.

Sixty-one areas of the country do not meet the ozone ambient air quality standard. In addition, California and the District of Columbia have enacted what are known as

see VAPORS, page 54

CAFE eased for '87, '88

By Helen Kahn
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The corporate average fuel economy standard for 1987 and 1988 cars is 26 mpg. The government's decision was in response to petitions from General Motors and Ford Motor Co. to reduce the standard from 27.5 mpg, and it drew mixed responses.

The 26-mpg standard also was in effect for the 1986 model year.

NHTSA did not lower the 1985 and 1984 CAFE standards retroactively as requested by both GM and Ford. GM still owes about $386 million in civil penalties for the 1985 model year, but while Ford initially also owed millions, it has enough credits to wipe out its obligation for that year.

Because some lawmakers feel that strong CAFE standards are still needed to conserve oil and keep domestic companies competitive worldwide, there was some possibility of congressional action in the final days of the session.

At presstime, there was talk that Sen. Daniel Evans, R. Wash., might try to hang an amendment on some "must" legislation not slated to go before the House Energy and Commerce Committee chaired by Rep. John Dingell, D-Mich., who would be expected to kill the provision in conference.

Once before, Evans sponsored a bill prohibiting auto companies from using carryforward and carryback credits if they came from a CAFE standard that had been lowered. The bill was passed by the Senate but died in conference with the House.

GM had warned NHTSA that it needed a CAFE standard of 26 mpg for 1987-88 to prevent massive job losses. GM initiated a campaign to stimulate letters from affected workers, from shareholders and from congressmen and other officials in states where GM jobs might be lost.

GM said last week's decision was indeed a "jobs issue" and was "good news for American consumers and autoworkers" and in tune with the law and the "real world."

Donald R. Buist, director of Ford's automotive emissions and fuel economy office, called the decision proper. He said its effect on oil savings would be tiny and that failure to change the standards could have had an unfortunate effect on consumers' choice and jobs.

see CAFE, page 54

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GM opposed to public ownership for dealers

By John A. Russell
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — "Mega-dealers" who are considering turning their businesses into public corporations have drawn the attention of General Motors. A high-level GM executive said last week that the giant automaker would not go along with the idea.

William E. Hoglund, GM vice president in charge of the Buick-Oldsmobile-Cadillac Group, stopped short of saying GM would take action to stop a dealer contemplating a public stock offering.

Hoglund

But, he said, "we wouldn't support this at all."

GM's long-standing policy has been that any change in dealership owners must be approved by GM, and a request for a dealership to become a publicly held company will not be approved. GM said it has had no such requests.

Hoglund said public ownership would shift the focus of a dealership toward selling the corporation's stock. That, he said, would run counter to GM objective "to get franchisees loyal to what we make."

Hoglund said he prefers to deal with relatively small entrepreneurs who are personally involved in their operations.

He said he viewed the franchise as an extension of the corporate name and that GM wants "the franchise to represent our name."

He also said he believed that smaller dealers do a better job of satisfying customers.

Hoglund, speaking at an informal dinner with the press in New York, avoided saying whether GM would move to stop dealers from making public stock offerings. When asked whether GM would buy a dealer's stock to gain control, he said he didn't know whether the company would want to do that.

A Chrysler executive, at the company's preview of its 1987 cars, said he expected one of its "mega-dealers" to go public, perhaps by the end of the year.

Free world trade best for U.S., GM executive insists

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

American business needs cooperation, not protectionism, to compete effectively in the world marketplace, according to a top-ranking General Motors executive.

"Trade is like a mirror that reflects our performance," said Marina v.N. Whitman, GM vice president in charge of the Public Affairs Staffs Group.

Whitman

"Where we're not world competitive, trade barriers won't solve the problem any more than you can improve your looks by breaking your mirror and buying a new one," she said.

In an address to the Women's Economic Club of Detroit, Whitman said the United States is at a critical point in its foreign trade policy. The nation could reduce its spiraling trade deficit or cause an international economic crisis, she said.

On the positive side, she said, the United States has a good economic climate with lower interest rates, lower oil prices and lower inflation. The dollar, she said, has also come down "to reasonable levels" compared to other foreign currencies.

Whitman said the United States has discussed trade and currency imbalances with other countries. She praised efforts such as the Tokyo summit, held in May, and a September 1985 conference to adjust currencies for the United States, Japan, West Germany, Great Britain and France.

According to Whitman, those actions have improved trade relations between the United States and its large trading partners.

But cyclical and structural problems in the U.S. economy persist, she said. The federal budget deficit is intertwined with the trade deficit, producing a reliance on foreign investment that extends U.S. debt.

Germany and Japan, which export more domestic goods to the United States than they import from the United States, are reluctant to buy more U.S. goods, she said.

Slower growth and spending cuts also have limited the purchase of U.S. exports by developing and newly industrialized countries, Whitman said.

"We're pulling in additional imports faster than they are," she said.

The United States also faces an overvalued dollar, a slow growth in productivity and possible global overcapacity in many industries, Whitman said.

Such factors could intensify competition, she said.

Whitman said that if the United States wants to reduce its trade imbalance with other countries, the nation must insist that its trading partners open their markets to American goods. It also must insist that foreign governments curtail their subsidies.

Whitman said protectionism threatens global economic growth because a reduction in trade decreases the ability of developing countries to repay debts.

"The more trade restraints they must confront, the more difficult it will be for them to repay their debts — and the greater likelihood of serious breakdown somewhere in the global financial system," Whitman said.

Such an escalation in trade barriers could have a ripple effect on every country's growth and eventually cause an economic downturn, she said.

Whitman said the economic events in the 1930s are an example of how that could occur.

In order for the United States to avoid a protectionist climate, Whitman said, the nation must avoid recession, improve its trade deficit with other countries and open markets that are virtually closed to U.S.-made goods.

"That is a lot of ifs," she said.

AUCTION DATES

American Motors

Oct. 7 — Apico Auto Auction, Taylor, Mich., and D-A Auto Auction, New Stanton, Pa.

Oct. 8 — Minneapolis Auto Auction, Plymouth, Minn.

Oct. 9 — Todd Auto Auction, Telford, Pa., and Evansville Auto Auction, Evansville, Ind.

Oct. 14 — High Point Auto Auction, High Point, N.C.

Chrysler Corp.

Oct. 7 — Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Golden Gate Auto Auction, Fremont, Calif.; and Florida Auto Auction of Orlando, Ocoee, Fla.

Oct. 9 — Fredericksburg Auto Auction, Fredericksburg, Va.

Oct. 10 — Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

Oct. 8 — Concord Auto Auction, Acton, Mass., and Golden Gate Auto Auction, Fremont, Calif.

Oct. 9 — Arena Auto Auction, Chicago, and Dallas Auto Auction, Dallas

Oct. 15 — Lakeland Auto Auction, Lakeland, Fla.

Used Car Sales
Auction Averages

September, 1986	$5,206
Month ago	$5,234
Year ago	$4,268

Model Breakdown
Auction Averages

	SEP 1986	AUG 1986	JUL 1986
1986	$11,846	$12,136	$12,574
1985	$8,472	$8,520	$8,522
1984	$6,221	$6,242	$6,259
1983	$5,459	$5,502	$5,501
1982	$4,261	$4,337	$4,358
1981	$3,333	$3,388	$3,395
1980	$2,463	$2,505	$2,528
1979	$2,109	$2,145	$2,164
Overall Average	$5,206	$5,237	$5,196

General Motors

Oct. 8 — Hatfield Auto Auction, Hatfield, Pa.

Oct. 9 — Aptco Auto Auction, Taylor, Mich., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

GM Canada aides act to save jobs and Scarborough and Ste. Therese

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

Workers at two General Motors of Canada assembly plants have taken steps to save their jobs in the face of an announcement of heavy layoffs and a threatened closing.

The assembly plants in question are in Scarborough, Ontario, and Ste. Therese, Quebec.

Representatives of the Canadian Auto Workers met with GM last week to propose a plan to keep both shifts working at the Scarborough van plant.

GM had announced it would eliminate one shift and lay off half of the workforce of 2,500 because of declining sales.

Basil Hargrove, assistant to CAW President Bob White, said the union proposed that both shifts continue working but on a reduced schedule.

He said that was done at Ford of Canada's St. Thomas, Ontario, plant for almost three years during the 1981-83 recession.

At that time, both shifts worked one to three weeks during the month, he said, and the plant was shut down during the other weeks.

He said that during the downtime, St. Thomas workers received unemployment compensation as well as supplemental unemployment benefits equal to 95 percent of wages.

"That way, a shift was not reduced. It's a form of job sharing," Hargrove said.

He said, however, that he expected talks on the proposal for the Scarborough plant to go on for some time.

A GM spokesman said the company was studying the union's proposal.

Hargrove also said that GM officials were meeting with the federal and provincial governments to ask for financial assistance in retooling the Ste. Therese facility.

Ste. Therese workers voted Sept. 22 to revise their local contract to try to save the facility, which has no product allocation beyond 1987.

The vote was 58.9 percent in favor of concessions — mainly reductions in classifications — to make the plant more competitive, he said.

The government money would be used for plant modernization to build another car at the facility, he said.

Initially, Ste. Therese is "looking at the A-body, which will come out of the Oshawa, Ontario, plant when it goes to the GM10 cars," he said.

The Ste. Therese facility now builds the rear-wheel-drive Pontiac Grand Prix and Oldsmobile Cutlass Supreme.

GM of Canada President George A. Peapples said that the new agreement at Ste. Therese "represents an important step in an ongoing effort to position the plant for a new product program."

GM said Peapples met with Quebec Premier Robert Bourassa and Michel Cote, federal minister of regional industrial expansion, "to explore opportunities which the new agreement may make possible."

GM said that with the cooperation of all involved, it hoped for a long-term future for St. Therese.

AUCTION DIRECTORY

FLORIDA

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OCTOBER 15
— 1986 —
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400+

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Mexican railway helping Chrysler hit export goal

MEXICO CITY — Mexico's National Railways System is helping Chrysler de Mexico reach its goal of $1 billion annually in exports, according to Vicente Ariztegui, chairman of Chrysler de Mexico's board of directors.

The Chrysler Toluca plant accounts for 65 percent of the firm's exports, including cars, trucks, engines, condensers and engine mounts. Ariztegui said Chrysler is shipping products to the United States, Canada, the Caribbean, Latin America and Asia.

More than $3 million has been invested in developing equipment for export at the Toluca assembly plant, Ariztegui said. The plant can ship 700 vehicles daily.

National Railways of Mexico now runs exclusive trains for Chrysler automotive exports. In the last nine months, the railway has transported nearly 32,000 Chrysler vehicles, using more than 2,900 freight cars.

1987 Ford Escorts roll
Ron Wallace, right, manager of Ford Motor Co.'s assembly plant in Edison, N.J., and Earl Nail, president of UAW Local 980, congratulate each other as the first 1987 Ford Escort is completed. The Edison facility, which employs 1,400 people, also produces the Mercury Lynx.

Chevy realignment boosts trucks

The first of a series of personnel changes in Chevrolet Motor Division's field sales reorganization will give added importance to trucks.

Four new sales managers were appointed by Robert W. Starr, general sales and service manager, with two in charge of trucks and two in charge of cars. The reorganization takes effect Dec. 1, consolidating Chevrolet's 39 zone offices into 22 branches.

"Truck leadership is important to Chevrolet, so we have formed a sales organization that will increase dealer efforts in this growing area of the business," Starr said.

"This new organization will ensure that trucks get as much attention as passenger cars."

Through all but the final 10 days of the 1986 model year, Chevy sold 1,701,057 cars and 1,254,698 trucks, a 58-42 split.

Named to the new posts were Charles B. Chauvin, passenger-car sales manager — East; Larry K. Mayfield, truck sales manager — East; John R. Kutina, passenger-car sales manager — West; and Emmett P. Feely Jr., truck sales manager — West. Chauvin and Mayfield will have 11 Eastern branch managers reporting to them on car and truck sales. Kutina and Feely will have the 11 Western branches.

That replaces a setup of zone managers responsible for both car and truck sales and reporting to one of four area sales managers.

Chauvin previously was sales manager — South. Mayfield formerly was Houston zone manager. Kutina has been sales manager — Central. Feely was sales manager — East.

Joseph W. Rooney, who has been sales manager — West, has not yet been reassigned. Executive assignments under the reorganization, which includes establishing a 400-person national marketing center in Detroit, are expected to reach about 90 before the first of the year.

Henry Ford: Better ideas aren't enough to survive

Henry Ford II, left, and Edsel Ford give presentation SANTA FABIO

DETROIT — In one of his rare public appearances since his retirement as Ford Motor Co. chairman, Henry Ford II said here last week that "auto companies worldwide are in a race for survival, and only the fittest will endure."

During a presentation with his son, Edsel B. Ford II, before the Detroit Section of the Society of Automotive Engineers, he said that Japanese competitors "seem to have been more adept than we in applying quickly and effectively some of our technical and managerial advances."

He told the technical gathering of 1,600 people at Cobo Hall: "My message to you is that it is not enough just to have better, more innovative ideas. We must also beat the competition in putting them to work."

In recounting the past, Ford, now a board member of Ford Motor Co. and chairman of the finance committee, said, "We all produced those big, powerful, chrome-laden, fin-swept cars. . . . But our excesses in size and shape left the bottom of the market to foreign cars . . . which began to penetrate our market in the late 1950s."

Recalling a statement he made in the mid-1970s about turning back import competition, Ford said, "We didn't exactly drive them from our shores, despite my prediction of some years ago."

He said government-imposed safety and emission-control legislation "caused us to take our eye off the ball in the late '60s and through much of the 1970s — but we can't blame government for all our problems."

"We really had lost our way through much of that period. We got careless and conceited. We were so successful for a long time following World War II that we took our dominance of our home market for granted," Ford said. We began to believe our own propaganda — that we had all the answers, our critics were misinformed and misguided, and that all we had to do to win was show up for the game.

"Eventually we put our act back together and produced high-quality products at almost-competitive prices. But in the meantime, we paid a big price for losing our way. . . . Foreign competition had come to stay and today it has become a part of domestic competition."

In sharing the podium with his father at the program commemorating the 75th anniversary of SAE's Detroit Section, Edsel Ford discussed what might be expected in the auto industry 75 years from now.

Edsel Ford, Lincoln-Mercury's general marketing manager, predicted that decision-making and control will be pushed farther down the organization.

"With more decisions made at lower levels, we'll also have to continue the emphasis on training and retraining," he said. ". . . People will change jobs more often. The ability to adapt to change will be the single most important attribute for people who work in the auto industry."

As for products of the year 2000, Ford forecast:

Cars without protruding door handles, rear-view mirrors or antennas; but with flush glass, variable ride-height control, skirts and spoilers, air inlet-outlet ducts and a full-length belly pan to reduce under-car turbulence.

He predicted light-emitting surfaces integrated into the glass; multiple cameras that portray the environment all around the car with no blind spots; an infrared system that provides good vision at night and in bad weather; a display on the windshield for forward-looking driver vision during heavy fog, rain or snow.

Also, a control system that tailors suspension rates and brake proportioning and orchestrates a complex four-wheel steering system; along with backup systems, "limp home" features and self-diagnostics to ensure that the car will almost never break down on the road.

Ford described those and other technologies and developments as "technically possible" and said some are available now.

"Time will tell whether they are all economically feasible," he added.

He said Ford Motor Co. will have a running model of Probe V — its "car of the year 2000" — as soon as next year.

SALES

FROM PAGE 1

wagen of America reported only a slight drop for the month, with 6,138 Golfs sold versus 6,492 in September 1985. Domestic Honda sales reached 51,537 vs. 33,315, and Nissan sales totaled 5,098, down from 6,641.

GM's sales totaled 4,552,762 for the 1986 model year, down 3.0 percent from 4,694,979 a year earlier.

Ford's 1986 model-year sales of 1,966,029 units were off 9.4 percent from 1985's 2,170,410.

Chrysler gained less than a percentage point in volume from 1985 levels, but its 1986 sales of 1,148,627 represented the company's best model year since 1977. Chrysler's 1985-model-year total was 1,144,682.

AMC suffered the biggest drop among the domestics, as 1986 model year sales dipped 40.1 percent to 82,298 from 137,493.

Nissan's 134.8 percent gain in model-year car sales was the domestic industry's largets. Its total was 49,325. Honda also posted a big year-to-year gain with a 41.5 percent rise in sales of domestic cars for a total of 211,735. VWoA sales of 76,410 were up 7.1 percent.

The winners in the battle for market share during the 1986 model year were Chrysler, Honda, Nissan and GM. VWoA remained stable and Ford and AMC lost ground.

Chrysler's market share for the period increased to 14.2 percent, up from 13.7 percent in 1985. Honda's share of domestic car sales climbed to 2.6 percent from 1.8 percent. Nissan captured 0.6 percent of the market, compared to its 0.2 percent share one year earlier.

GM held a tight grip on its share of the market, finishing the 1986 model year with a 56.3 percent penetration versus 56.0 percent in 1985.

Ford's market share dropped to 24.3 percent from 25.8 percent in 1985, the largest decline. AMC wound up with 1 percent of the market, compared with 1.6 percent in 1985. VWoa had 1.0 percent of the market vs. 0.9 percent a year ago.

PRODUCTION

U.S. CAR MODEL YEAR OUTPUT '86 VS. '85

	Total Output 1986	Pct. of Total Output	Total Output 1985	Pct. of Total Output	Pct. pt. Change '86 vs. '85
AMERICAN MOTORS	64,873	0.81	150,189	1.88	−1.06
Renault Total	64,873	0.81	150,189	1.88	−1.06
Alliance	55,821	0.69	91,664	1.15	−0.46
Encore	9,052	0.11	58,525	0.73	−0.62
CHRYSLER MOTORS	1,275,433	15.86	1,315,326	16.49	−0.63
Plymouth Total	393,024	4.89	393,711	4.94	−0.05
Horizon	161,353	2.01	156,073	1.96	+0.05
Sundance	14,263	0.18	0	0.00	+0.18
Reliant	154,879	1.93	166,966	2.09	−0.17
Caravelle*	45,951	0.57	51,504	0.65	−0.07
Gran Fury	16,578	0.21	19,168	0.24	−0.03
Chrysler Total	394,478	4.91	420,780	5.28	−0.37
Laser	38,202	0.48	58,337	0.73	−0.26
LeBaron	96,243	1.20	101,028	1.27	−0.07
LeBaron GTS	72,737	0.90	70,957	0.89	+0.01
N.Y./E-Class	69,857	0.87	70,143	0.88	−0.01
Fifth Avenue	117,439	1.46	120,315	1.51	−0.05
Dodge Total	487,931	6.07	500,835	6.28	−0.21
Daytona	41,624	0.52	50,107	0.63	−0.11
Omni	154,244	1.92	146,731	1.84	+0.08
Shadow	12,841	0.16	0	0.00	+0.16
Aries	121,027	1.51	141,841	1.78	−0.27
Dodge 600	68,766	0.86	69,352	0.87	−0.01
Lancer	53,272	0.66	50,942	0.64	+0.02
Diplomat	36,157	0.45	41,862	0.52	−0.08
FORD MOTOR	1,719,135	21.38	1,735,782	21.76	−0.39
Ford Division	1,178,016	14.65	1,149,427	14.41	+0.24
Escort	376,223	4.68	364,345	4.57	+0.11
EXP	0	0.00	26,462	0.33	−0.33
Mustang	194,079	2.41	156,514	1.96	+0.45
Tempo	195,429	2.43	201,535	2.53	−0.10
LTD	24,959	0.31	205,535	2.58	−2.27
Taurus	243,202	3.02	0	0.00	+3.02
Thunderbird	144,124	1.79	151,852	1.90	−0.11
Crown Victoria	0	0.00	43,184	0.54	−0.54
L-M Division	541,119	6.73	586,355	7.35	−0.62
Mercury Total	366,308	4.56	419,869	5.26	−0.71
Lynx	68,006	0.85	80,551	1.01	−0.16
Capri	18,105	0.23	18,654	0.23	−0.01
Topaz	54,433	0.68	62,091	0.78	−0.10
Cougar	121,284	1.51	117,274	1.47	+0.04
Marquis	6,506	0.08	104,198	1.31	−1.23
Sable	97,974	1.22	0	0.00	+1.22
Grand Marquis	0	0.00	37,101	0.47	−0.47
Lincoln Total	174,811	2.17	166,486	2.09	+0.09
Continental	20,380	0.25	28,253	0.35	−0.10
Lincoln	131,246	1.63	119,878	1.50	+0.13
Mark VII	23,185	0.29	18,355	0.23	+0.06
GENERAL MOTORS	4,464,734	55.52	4,490,883	56.31	−0.79
Buick Total	830,528	10.33	1,062,906	12.58	−2.25
Skyhawk	89,975	1.12	82,516	1.03	+0.08
Century	263,958	3.28	257,192	3.22	+0.06
Regal	80,934	1.01	124,546	1.56	−0.56
Skylark (X-Car)	0	0.00	93,157	1.17	−1.17
Somerset/Skylark	114,726	1.43	86,071	1.08	+0.35
LeSabre (fwd)	127,761	1.59	0	0.00	+1.59
LeSabre/Electra	18,201	0.23	157,256	1.97	−1.75
Electra	112,116	1.39	136,863	1.72	−0.32
Riviera	22,657	0.28	65,305	0.82	−0.53
Cadillac Total	309,988	3.85	384,840	4.83	−0.97
Cimarron	26,235	0.33	19,890	0.25	+0.08
Cadillac (rwd)	71,196	0.89	51,701	0.65	+0.24
DeVille (fwd)	172,674	2.15	197,093	2.47	−0.32
Eldorado	21,042	0.26	76,401	0.96	−0.70
Seville	18,841	0.23	39,755	0.50	−0.26
Chevrolet Total	1,387,647	17.26	1,418,098	17.78	−0.52
Chevette	108,537	1.35	123,499	1.55	−0.20
Camaro	193,179	2.40	180,018	2.26	+0.15
Cavalier	424,403	5.28	383,785	4.81	+0.47
Celebrity	240,225	2.99	270,418	3.39	−0.40
Citation	0	0.00	62,722	0.79	−0.79
Monte Carlo	121,427	1.51	122,057	1.53	−0.02
Chevrolet	230,050	2.86	235,870	2.96	−0.10
Corvette	69,826	0.87	39,729	0.50	+0.37
Oldsmobile Total	1,108,251	13.78	1,165,649	14.62	−0.83
Firenza	144,427	1.80	49,040	0.61	+1.18
Calais	131,194	1.63	106,257	1.33	+0.30
Cutlass Ciera	249,074	3.10	316,753	3.97	−0.87
Cutlass Supreme	135,503	1.69	240,216	3.01	−1.33
88 (fwd)	270,647	3.37	0	0.00	+3.37
88 (rwd)	39,182	0.49	241,765	3.03	−2.54
Olds 98	109,806	1.37	169,433	2.12	−0.76
Toronado	28,418	0.35	42,185	0.53	−0.18
Pontiac Total	828,320	10.30	519,390	6.51	+3.79
Acadian*	13,893	0.23	8,992	0.11	+0.12
Fiero	81,169	1.01	76,371	0.96	+0.05
1000	19,872	0.25	25,855	0.32	−0.08
Firebird	113,261	1.41	95,880	1.20	+0.21
2000 Sunbird	200,442	2.49	111,899	1.40	+1.09
Grand Am	203,821	2.53	82,560	1.04	+1.50
6000	111,963	1.39	35,726	0.45	+0.94
Parisienne	78,899	0.98	82,107	1.03	−0.05
HONDA	189,114	2.35	155,102	1.94	+0.41
NISSAN	47,236	0.59	17,368	0.22	+0.37
NUMMI (Nova)	182,820	2.27	27,943	0.35	+1.92
VOLKSWAGEN	98,078	1.22	82,797	1.04	+0.18
Total Cars U.S.	8,041,423	100.00	7,975,390	100.00	0.00

—Built for sale in Canada only

Year's auto output tops 6 million

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

U.S. automakers assembled their 6-millionth car of the year last Friday, 13 days behind 1985.

So far this year, 6,021,846 cars have been produced, 5.44 percent below the 6,368,350 completed last year at this point.

Last week's targeted production of 146,080 was 4.63 percent below the previous week's 153,170 and 16.42 percent below the year-ago week's 174,781.

Companies shared last week's scheduled output as follows: General Motors, 52.77 percent; Ford Motor Co., 21.20 percent; Chrysler Motors, 15.13 percent; Honda of America Manufacturing Inc., 4.50 percent; New United Motor Manufacturing Inc., 2.05 percent; Nissan Motor Manufacturing Co., U.S.A., 1.82 percent; Volkswagen of America, 1.37 percent; and American Motors, 1.16 percent.

GM's Pontiac G-line, in Pontiac, Mich., is idle beginning today for inventory adjustment. The line produces the Buick Regal and Oldsmobile Cutlass Supreme and will be down for two weeks, affecting 1,600 workers.

The GM Framingham, Mass.; Tarrytown, N.Y.; and Oklahoma City plants were to resume production today. All three plants had been down because of a material shortage.

Ford's Dearborn, Mich., plant is scheduled to be idle today and Tuesday for model changeover, affecting 1,800 workers. The plant is slated to resume output Wednesday. The plant was slated for overtime last Saturday.

GM's Lansing (No. 1) plant also was slated for overtime Saturday, and so were Chrysler's Belvidere, Ill., and Newark, Del., plants.

Chrysler's Belvidere, Newark and and St. Louis (No. 2) plant are slated for daily overtime this week.

Auto output rises 1% for model year

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

Even though the Big Three show slight declines, auto production for the 1986 model year appears to have surpassed the 1985 total.

According to Automotive News estimates, the domestic makers assembled 8,041,423 cars during the 1986 model year, 0.82 percent more than the 7,975,390 built in the 1985 model year.

Contributing to the increase were a joint-venture company and three foreign-based firms that manufacture cars in the United States.

New United Motor Manufacturing Inc., the General Motors-Toyota joint-venture, produced 182,820 Novas compared with 27,943 in the 1985 model year when production was in the start-up phase.

Honda of America Manufacturing Inc.'s production of 189,114 was up 21.92 percent from 1985's 155,102, due to the high demand for the Accord and the addition of a second line for Accord and Civic late in the 1986 model year.

Nissan Motor Manufacturing Co. boosted car output 171.97 percent to 47,236 from 17,368. Nissan began assembling cars in the United States midway in the 1985 model year.

Volkswagen of America's output of 98,078, was up 18.45 percent from 1985's total of 82,797.

General Motors' production of 4,464,734 units during the 1986 model year was down slightly (0.58 percent) from 1985's 4,490,883.

However, Pontiac Motor Division posted the largest increase of any domestic make. It built 828,320 cars in the 1986 model year, up 59.48 percent from last year's 519,390. The increase was due to increased production of the Grand Am, Sunbird and 6000.

Ford Motor Co.'s output of 1,719,135 cars was down a bit (0.96 percent) from 1,735,782 in the 1985 model year despite the addition of Ford Taurus and Mercury Sable.

Chrysler Motors' production dipped 3.03 percent during the 1986 model year — to 1,275,433 cars, down from 1985's total of 1,315,326.

American Motors assembled 64,873 cars during the 1986 model year, down 56.81 percent from 150,189 in the 1985 model year. The Kenosha, Wis., plant was closed several times during the year for inventory adjustment.

GM returns; Canada rises

Car production in Canada rose last week as two General Motors plants resumed output.

The automakers' targeted output of 24,476 cars last week was 62.33 percent more than the previous week's 15,078 and 1.71 percent more than the year-ago week's 24,065.

GM's plant in Ste. Therese, Quebec, resumed production Sept. 29 after being idle for inventory adjustment.

GM's Oshawa, Ontario, car plant No. 2 also resumed output last week. The plant had been down because of a shortage of engine parts. The shortage had also affected production at the Oshawa No. 1 car plant, which is now back to full line speeds.

So far this year, 789,662 units have been assembled, 2.97 percent below the 813,845 completed last year at this point.

Last week's truck output was targeted at 15,252 units, 2.87 percent more than the previous week's 14,826 but 18.75 percent below the year-ago week's 18,772.

GM's Oshawa truck plant remains idle for model changeover. The plant is scheduled to resume production Dec. 8.

The GM truck plant in Scarborough, Ontario, was scheduled to shut down today for one week for inventory adjustment.

Honda of Canada Manufacturing Inc. will begin producing the Accord four-door sedan later this month at its new plant in Alliston, Ontario. Pilot production has begun.

Truck production is steady

Domestic truckmakers scheduled production of 73,943 units last week, 1.10 percent more than the prior week's 73,140 but 1.08 percent below the year-ago week's 74,750.

Year-to-date, 2,753,033 trucks have been assembled, 3.59 percent more than the 2,657,616 completed last year at this point.

Ford Motor Co.'s truck plant in Kansas City, Mo., will be idle for two weeks beginning today for model changeover; 800 workers will be laid off during that time.

General Motors scheduled Saturday (Oct. 4) overtime at its plants in Janesville, Wis., and Baltimore.

Ford's Twin Cities, Minn., and Norfolk, Va., plants are were slated for Saturday overtime. Daily overtime is scheduled this week at all Ford truck plants except Michigan Truck (Wayne).

Chrysler Motors' Warren, Mich., plant was slated to work overtime Saturday (Oct. 4) and is scheduled for daily overtime this week.

CANADIAN CAR	Week Ended Oct. 4, 1986	Week Ended Oct. 5, 1985	Week Ended Sept. 27, 1986	Sept. Est.	Jan. 1 to Oct. 5, 1985	Jan. 1 to Oct. 4, 1986
AMERICAN MOTORS	120	0	121	487	8,279	3,186
FORD MOTOR	10,451	9,876	10,617	41,955	380,574	394,384
GENERAL MOTORS	13,680	13,964	4,115	40,202	417,344	384,336
VOLVO	225	225	225	945	7,648	7,756
Total Cars, Canada	24,476	24,065	15,078	83,589	813,845	789,662

U.S. TRUCK☆	Week Ended Oct. 4, 1986	Week Ended Oct. 5, 1985	Week Ended Sept. 27, 1986	Sept. Est.	Jan. 1 to Oct. 5, 1985	Jan. 1 to Oct. 4, 1986
CHEVROLET	23,261	24,046	24,937	101,596	911,760	906,947
DODGE	4,000	4,647	5,387	21,588	168,309	91,279
FORD	28,979	27,242	24,917	128,077	908,756	1,098,572
GMC	7,677	6,659	7,555	31,991	282,686	278,936
NAVISTAR	1,620	1,538	1,615	6,805	58,676	55,504
JEEP	4,400	5,689	4,637	18,114	169,266	141,014
NISSAN	1,656	2,879	1,742	7,590	83,680	89,579
AM GENERAL*	50	50	50	220	1,930	1,962
MISCELLANEOUS*	2,300	2,000	2,300	10,120	72,553	89,240
Total Trucks, U.S.	73,943	74,750	73,140	326,101	2,657,616	2,753,033

CANADIAN TRUCK	Week Ended Oct. 4, 1986	Week Ended Oct. 5, 1985	Week Ended Sept. 27, 1986	Sept. Est.	Jan. 1 to Oct. 5, 1985	Jan. 1 to Oct. 4, 1986
AMERICAN MOTORS	750	0	730	3,130	0	21,936
CHRYSLER	8,494	9,156	8,616	36,129	308,489	306,194
FORD	3,648	3,648	3,537	14,863	125,127	125,705
GENERAL MOTORS	2,160	5,734	1,746	5,479	216,737	178,806
NAVISTAR	200	234	197	822	8,906	7,219
Total Trucks, Canada	15,252	18,772	14,826	60,423	659,259	639,860
N. American Trucks	89,195	93,522	87,966	386,524	3,316,875	3,392,893

—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended Oct. 4, 1986	Week Ended Oct. 5, 1985	Week Ended Sept. 27, 1986	Sept. Est.	Jan. 1 to Oct. 5, 1985	Jan. 1 to Oct. 4, 1986
AMERICAN MOTORS	1,700	2,863	1,695	4,208	89,524	42,183
Renault Total	1,700	2,863	1,695	4,208	89,524	42,183
Alliance	1,700	1,922	1,695	4,208	57,825	38,836
Encore	0	941	0	0	31,699	3,347
CHRYSLER MOTORS	22,100	30,796	26,264	109,392	1,011,097	1,023,386
Plymouth Total	8,600	8,033	9,927	39,379	293,432	318,451
Horizon	3,000	2,792	3,845	15,153	112,901	132,549
Sundance	1,100	0	1,218	4,747	0	14,936
Reliant	3,400	3,776	3,591	14,131	129,856	121,833
Caravelle	700	1,043	549	3,489	37,670	34,397
Gran Fury	400	422	424	1,859	13,205	14,736
Chrysler Total	5,300	11,366	6,304	29,003	328,740	311,629
Laser	0	1,520	0	0	42,247	27,239
LeBaron	900	2,635	874	3,779	71,742	70,428
LeBaron GTS	1,100	2,654	1,370	8,507	76,153	55,668
New Yorker/E-Class	1,200	1,431	1,256	5,354	52,087	57,632
Fifth Avenue	2,100	3,126	2,804	11,363	89,511	100,662
Dodge Total	8,200	11,397	9,943	41,010	384,925	393,306
Daytona	0	1,300	0	0	37,519	30,807
Omni	2,900	2,696	3,602	14,671	108,961	128,016
Shadow	900	0	1,094	4,286	0	13,340
Aries	2,200	3,146	2,320	10,218	108,664	94,590
Dodge 600	600	1,862	744	3,101	50,958	52,908
Lancer	700	1,686	751	3,303	52,322	40,040
Diplomat	900	707	1,432	5,431	27,501	33,605
FORD MOTOR	30,974	34,375	27,431	130,103	1,289,127	1,344,808
Ford Division	21,825	24,209	20,132	93,517	849,423	924,121
Escort	7,734	7,721	5,053	22,382	257,589	286,141
EXP	0	0	0	0	3,838	0
Mustang	1,406	4,221	4,630	17,150	139,625	146,411
Tempo	4,149	3,094	3,057	15,458	143,348	150,724
LTD	0	4,417	0	0	163,197	0
Taurus	8,536	0	7,382	36,527	0	236,375
Thunderbird	0	4,756	0	0	134,704	104,470
Crown Victoria	0	0	0	0	7,122	0
L-M Division	9,149	10,166	7,299	36,586	419,704	420,687
Mercury Total	5,089	6,499	3,431	18,954	295,783	284,834
Lynx	747	1,412	458	2,410	55,529	46,976
Capri	0	368	0	0	14,641	12,409
Topaz	1,288	758	857	4,243	42,908	44,432
Cougar	0	2,389	0	0	97,362	86,951
Marquis	0	1,552	0	0	78,948	0
Sable	3,054	0	2,116	12,301	0	94,066
Grand Marquis	0	0	0	0	6,395	0
Lincoln Total	4,060	3,867	3,868	17,632	123,921	135,853
Continental	404	502	391	1,771	19,885	14,909
Lincoln	3,046	2,758	2,905	13,230	90,285	101,902
Mark VII	610	407	572	2,631	13,751	19,042
GENERAL MOTORS	77,074	99,262	84,596	341,580	3,746,973	3,196,707
Buick Total	16,431	21,831	17,629	73,018	778,174	602,413
Skyhawk	1,745	2,086	1,573	6,520	51,513	65,570
Century	1,884	8,090	2,875	15,252	216,491	176,744
Regal	1,912	3,964	2,021	5,713	105,604	48,599
Skylark (X-car)	0	0	0	0	40,953	0
Somerset/Skylark	2,297	2,914	2,548	10,092	96,511	85,633
LeSabre (fwd)	5,300	178	4,641	19,790	623	122,316
LeSabre/Electra(rwd)	305	767	271	1,336	90,603	11,853
Electra(fwd)	2,952	3,734	3,700	14,302	100,195	72,175
Riviera	36	98	0	14	45,681	19,523
Cadillac Total	5,431	4,675	5,422	22,368	263,308	246,667
Cimarron	435	552	525	2,078	20,501	19,316
Cadillac (rwd)	1,200	390	1,249	5,022	31,783	63,563
DeVille (fwd)	3,796	3,568	3,648	15,268	131,260	128,198
Eldorado	0	106	0	0	52,194	18,513
Seville	0	61	0	0	27,570	17,077
Chevrolet Total	24,366	32,494	31,946	116,261	1,263,236	986,002
Chevette	2,508	2,976	2,459	10,546	124,606	78,169
Camaro	3,365	4,631	3,256	14,185	162,710	137,603
Cavalier	9,018	9,161	8,280	34,610	382,664	310,739
Celebrity	0	4,535	8,629	20,537	209,744	183,260
Citation	0	0	0	0	26,899	0
Corsica/Beretta	432	0	318	704	0	963
Monte Carlo	2,754	3,419	2,759	9,599	108,327	90,821
Chevrolet	5,649	6,769	5,597	23,371	208,622	163,752
Corvette	640	1,003	648	2,710	35,735	20,694
Oldsmobile Total	14,865	23,549	14,032	60,512	916,537	761,043
Firenza	908	1,232	794	3,354	48,737	29,729
Calais	2,615	2,962	2,367	11,241	115,554	91,595
Cutlass Ciera	3,236	8,606	3,148	13,470	273,976	189,841
Cutlass Supreme	1,624	5,717	1,218	5,285	179,686	94,386
88 (fwd)	3,070	938	3,529	15,606	800	238,745
88 (rwd)	360	635	341	1,415	161,475	14,640
Olds 98	3,026	3,396	2,635	10,730	110,815	88,036
Toronado	26	61	0	10	27,494	14,071
Pontiac Total	15,981	16,713	15,567	69,419	523,716	600,582
Acadian**	0	619	697	1,908	11,246	12,602
Fiero	1,760	1,935	1,690	6,389	86,439	52,539
1000	812	1,292	908	3,413	26,868	17,460
Firebird	2,055	2,188	1,955	8,335	87,038	84,912
2000 Sunbird	2,834	3,400	3,636	14,681	108,027	108,208
Grand Am	5,200	3,468	4,213	21,243	102,081	171,464
6000	0	1,119	0	7,033	40,129	102,621
Bonneville	2,998	0	2,148	5,105	0	6,904
Parisienne	322	2,692	310	1,313	61,888	43,872
HONDA	6,580	1,786	6,013	24,277	114,316	165,783
Civic	1,530	0	1,197	2,875	0	3,793
Accord	5,050	0	4,816	21,402	0	161,990
NISSAN	2,652	1,462	2,153	7,817	25,891	33,362
NUMMI	3,000	1,900	3,000	14,662	38,057	151,613
Corolla	110	0	110	264	0	330
Nova*	2,890	0	2,890	14,398	0	151,283
VOLKSWAGEN	2,000	2,337	2,018	8,442	72,865	64,004
Golf/GTI	2,000	0	2,018	8,442	0	64,004
Total Cars, U.S.	146,080	174,781	153,170	640,480	6,368,350	6,021,846
Total Cars, Canada	24,476	24,065	15,078	83,589	813,845	789,662
N. American Cars	170,556	198,846	168,248	724,069	7,182,195	6,811,508
N. American Trucks	89,195	93,522	87,966	386,524	3,316,875	3,392,893
North American Cars and Trucks	259,751	292,368	256,214	1,110,593	10,499,070	10,204,401

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.